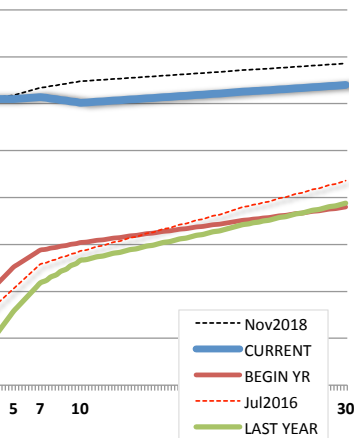




08 July 2022

BENCHMARK INTEREST RATES AND YIELD CURVE

US Treasury Rates-

	THIS WK 7/7/22	LAST MO 6/7/22	YR END 12/31/21	LAST YR 7/7/21	CHANGES SINCE			YIELD CURVE ASSESSMENT		
					This Yr	Last Yr	This Cycle*			
Prime	4.75%	4.00%	3.25%	3.25%	1.50%	1.50%	1.50%			
Fed Funds	1.58%	0.83%	0.08%	0.08%	1.50%	1.50%	1.54%			
3mo	1.95%	1.26%	0.06%	0.05%	1.89%	1.90%	1.95%			
6mo	2.64%	1.75%	0.19%	0.05%	2.45%	2.59%	2.62%			
1yr	2.87%	2.26%	0.39%	0.08%	2.48%	2.79%	2.78%			
2yr	3.03%	2.75%	0.73%	0.22%	2.30%	2.81%	2.92%			
3yr	3.05%	2.91%	0.97%	0.41%	2.08%	2.64%	2.95%			
5yr	3.05%	2.99%	1.26%	0.79%	1.79%	2.26%	2.86%			
7yr	3.07%	3.02%	1.44%	1.09%	1.63%	1.98%	2.59%			
10yr	3.01%	2.98%	1.52%	1.33%	1.49%	1.68%	2.43%			
30yr	3.20%	3.13%	1.90%	1.94%	1.30%	1.26%	2.21%			
Slope of the Yield Curve-										
2yr-3mo	1.08%	1.49%	0.67%	0.17%	0.41%	0.91%	0.45%			
5yr-2yr	0.02%	0.24%	0.53%	0.57%	-0.51%	-0.55%	-0.09%			
10yr-5yr	-0.04%	-0.01%	0.26%	0.54%	-0.30%	-0.58%	-0.19%			
10yr-3mo	1.06%	1.72%	1.46%	1.28%	-0.40%	-0.22%	0.17%			

*Since Mar 2020

ECONOMIC UPDATE AND ANALYSIS

NONFARM PAYROLLS INCREASE 372k; JOBLESS RATE REMAINS 3.6%

The U.S. posted moderate job growth in June, and the total number of nonfarm payrolls remained below its pre-pandemic level, federal data showed.

Employers added 372,000 jobs last month while the U.S. unemployment rate remain unchanged at 3.6%, the Department of Labor reported Friday morning. The job gains take the total number of U.S. employees to nearly 152 million, slightly below the pre-pandemic level of 152.5 million recorded in February 2020, the according to a Federal Reserve database.

However, the nation's underemployment rate which includes the unemployment but adds the number of people working part-time but desire full-time jobs and those that have deferred their job search over the past 60 days remained at 6.7%

The relatively low unemployment rate is also a function of a declining labor force that has declined more than 523 thousand since just before the pandemic. Over the past year, the labor force has increased 2.9 million while the number of employed as increased 6.5 million.

This represents the historical number of people who have elected early retirement and people who have chosen self-employment.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

			LATEST	CURRENT	PREV
GDP	QoQ	Q1-Final		-1.6%	6.9%
GDP - YTD	Annl	Q1-Final		-1.6%	5.6%
Consumer Spending	QoQ	Q1-Final		1.8%	2.5%
Consumer Spending YTD	Annl	Q1-Final		1.8%	2.5%
Unemployment Rate	Mo	June		3.6%	3.6%
Chg in Non-farm Jobs	Mo (000s)	June		372	428
Chg in Private Payrolls	Mo (000s)	June		381	406
Wholesale Inflation	YoY	May		10.8%	10.9%
Consumer Inflation	YoY	May		8.6%	8.3%
Core Inflation	YoY	May		6.0%	6.2%
Consumer Credit	Annual	April		10.1%	12.7%
Retail Sales	YoY	May		10.6%	11.3%
Vehicle Sales	Annl (Mil)	May		13.1	14.9
Home Sales	Annl (Mil)	May		6.001	6.373
Home Prices	YoY	April		20.4%	20.6%

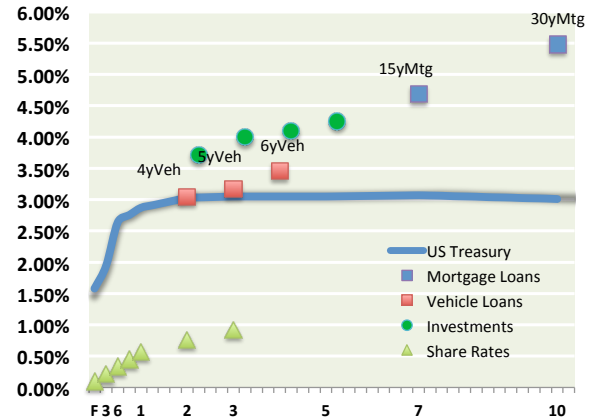
Key Consumer Market Data-

	THIS WK 7/7/22	YR END 12/31/21	PCT CHANGES	
			YTD	12Mos
DJIA	31,385	36,338	-13.6%	-9.9%
S&P 500	3,902	4,766	-18.1%	-10.7%
NASDAQ	11,621	15,645	-25.7%	-20.9%
Crude Oil	102.73	75.21	36.6%	40.3%
Avg Gasoline	4.77	3.28	45.5%	52.8%
Gold	1,739	1,829	-4.9%	-3.7%



AVERAGE CREDIT UNION RATES AND RATE SENSITIVITIES

	THIS WK 7/7/22	CHANGE IN MARKET RATES SINCE			Rate Sensitivities Since:	
		YTD	Nov18 High	2021 Low	YTD	2020Low
Classic CC	11.18%	0.20%	-0.51%	0.37%	13%	25%
Platinum CC	9.76%	0.46%	-0.51%	0.66%	31%	44%
48mo Veh	3.05%	0.37%	-0.61%	0.37%	16%	13%
60mo Veh	3.17%	0.39%	-0.60%	0.39%	19%	13%
72mo Veh	3.46%	0.37%	-0.66%	0.37%	19%	13%
HE LOC	4.41%	0.65%	-1.15%	0.65%	43%	43%
10yr HE	5.04%	0.44%	-0.48%	0.44%	25%	15%
15yr FRM	4.69%	1.95%	0.11%	2.03%	116%	78%
30yr FRM	5.48%	2.22%	0.42%	2.33%	149%	96%
Sh Drafts	0.09%	0.04%	-0.05%	0.04%	3%	3%
Reg Svgs	0.10%	0.01%	-0.09%	0.01%	1%	1%
MMkt-10k	0.21%	0.06%	-0.27%	0.06%	4%	4%
MMkt-50k	0.28%	0.06%	-0.37%	0.06%	4%	4%
6mo CD	0.38%	0.14%	-0.65%	0.14%	6%	5%
1yr CD	0.57%	0.22%	-0.94%	0.22%	9%	8%
2yr CD	0.76%	0.29%	-1.09%	0.30%	13%	10%
3yr CD	0.92%	0.35%	-1.14%	0.35%	17%	12%



Spreads Over(Under) US Treasury

4Y Vehicle	0.02%	Reg Svgs	-1.48%
5Y Vehicle	0.12%	1Y CD	-2.30%
15Y Mortgage	1.62%	2Y CD	-2.27%
30Y Mortgage	2.47%	3Y CD	-2.13%

STRATEGICALLY FOR CREDIT UNIONS

The gain in payrolls was broad-based, led by business services, leisure and hospitality, and health care. While a number of companies did announce plans in June to cut staffing levels, layoffs have so far been largely concentrated in technology and interest-rate sensitive sectors like housing. The report showed the smallest gain in financial activities payrolls in a year.

The labor force participation rate -- the share of the population that is working or looking for work -- slipped to 62.2%, and the rate for workers ages 25-54 declined to a four-month low of 82.3%. The number of Americans not in the labor force rose by about half a million to the highest level this year.

For months, employers have been bidding up wages to attract and retain workers, but in the aggregate, pay is still falling short of rapidly increasing prices. While the Fed would welcome a cooling in wage pressures as they seek to limit inflation, a marked slowing in earnings at a time when prices are still extremely high would further curb consumers' ability to keep spending.

With inflation at a 40-year high, consumers are facing extreme budget constraints. Last year, a middle two-income family would have had \$4,000 extra to spend after covering their basic needs. Today, they would have to go \$2,000 into debt to sustain a very modest lifestyle.

This should send the nation's future savings rate downward.

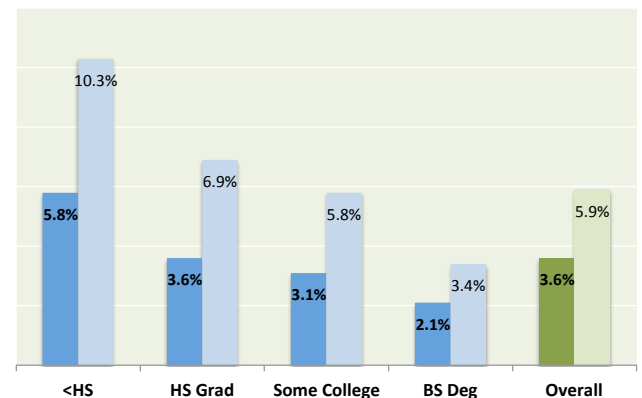
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
FOMC Minutes	Elevated Inflation, Broad Slowdown		
Unemployment Rate	3.6%	3.6%	3.6%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Consumer Inflation (June, YoY)	8.8%	8.6%
Wholesale Inflation (June, YoY)	10.9%	10.8%
Retail Sales (June, YoY)	6.5%	8.1%

UNEMPLOYMENT BY EDUCATION

CURRENT versus ONE YEAR AGO





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	May 6 Consumer Credit +\$38B	7	8	9 Jobless Claims 229k Cont'd Claims 1.3M	10 Consumer Inflation 8.6%
11	12	13	14 Jobless Claims 229k Cont'd Claims 1.31M	15 Ind Production 5.8% Capacity Utilization 79% Leading Indicators -0.4%	16
17	18 Whsale Inflation 10.8%	19 Retail Sales 10.6% FOMC Announcement	20	21 Jobless Claims 229k Cont'd Claims 1.31M	22
23	24 Exist Home Sales 5.41M	25	26	27 Jobless Claims 229k Cont'd Claims 1.31M	28
29	30 Home Prices 20.4% Cons Confidence 98.7	31 GDP (Q1-Final) -1.6%	1 Jobless Claims 232k Cont'd Claims 1.33M Personal Income 0.5% Personal Spending 0.2%	2 Construction Spdg-0.1%	3
4 INDEPENDENCE DAY HOLIDAY	5 Factory Orders 1.6%	6 FOMC Minutes	7 Jobless Claims 235k Cont'd Claims 1.37M	8 Unemployment 3.6% Nonfarm Payrolls 372k Private Payrolls 381k	9
10	11	12	13 Consumer Inflation FRB Beige Book	14 Jobless Claims Cont'd Claims Wholesale Inflation	15 Retail Sales Industrial Production Capacity Utilization
16	17	18	19 Existing Home Sales	20	21
22	23	24	25	26 Jobless Claims Cont'd Claims	27
28	29	30	31	1 Home Price New Home Sales Consumer Confidence	2
3	4	5 FOMC Announcement	6 Jobless Claims Cont'd Claims GDP (Q2-1st)	7 Personal Income Personal Spending	8
9	10	11	12	13	14
15	16	17	18	19 Unemployment Rate Nonfarm Payrolls Private Payrolls	20
21	22	23	24	25	26
27	28	29	30	31	1



ECONOMIC FORECAST

June 2022

	2022			2022				2023			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

ECONOMIC OUTLOOK

Economic Growth-

GDP - (QoQ)	6.7%	2.3%	6.9%	-1.5%	0.0%	2.7%	2.6%	1.9%	2.3%	2.4%	2.5%
GDP - (YTD)	6.5%	5.1%	5.6%	-1.5%	-0.7%	0.4%	1.0%	1.9%	2.1%	2.2%	2.4%
Consumer Spending - (QoQ)	12.0%	2.0%	2.5%	2.7%	0.1%	2.3%	2.0%	2.0%	2.1%	2.3%	2.5%
Consumer Spending - (YTD)	11.7%	8.5%	7.0%	2.7%	1.4%	1.7%	1.8%	2.0%	2.1%	2.1%	2.2%
Government Spending - (QoQ)	-2.0%	0.9%	-2.6%	-2.7%	0.8%	1.4%	1.9%	1.6%	1.5%	1.2%	1.2%
Government Spending - (YTD)	1.1%	1.0%	0.1%	-2.7%	-1.0%	-0.2%	0.4%	1.6%	1.6%	1.4%	1.4%

Consumer Wealth-

Unemployment Rate	5.9%	5.1%	4.2%	3.8%	3.6%	3.5%	3.4%	3.4%	3.5%	3.7%	3.9%
Consumer Inflation	4.8%	5.3%	6.7%	8.5%	8.3%	7.6%	7.2%	6.8%	6.3%	5.8%	5.5%
Home Prices	15.2%	19.7%	19.1%	18.7%	20.3%	21.0%	21.2%	21.0%	20.9%	20.8%	20.5%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Consumer Demand-

Total Home Sales (Mil)	6.687	6.766	6.955	6.877	1.256	7.419	6.504	6.522	6.670	6.694	6.855
Existing Home (Mil)	5.950	6.067	6.203	6.063	0.563	6.645	5.710	5.719	5.838	5.879	6.039
New Home Sales (Mil)	0.737	0.699	0.752	0.814	0.693	0.774	0.794	0.803	0.832	0.815	0.816
Single Family Homes (Mils)	2.926	2.714	2.497	1.830	1.846	1.598	1.471	1.340	1.693	1.688	1.510
Purchase Apps (Mils)	1.341	1.302	1.259	1.025	1.282	1.113	1.059	0.912	1.252	1.253	1.090
Refinancing Apps (Mils)	1.585	1.412	1.238	0.805	0.564	0.485	0.412	0.428	0.441	0.435	0.420
Refi Apps Share	54%	52%	50%	44%	31%	30%	28%	32%	26%	26%	28%
Vehicle Sales (Mil)	16.2	12.5	12.8	13.8	13.1	12.7	12.5	13.5	15.6	14.6	14.3

MARKET RATE OUTLOOK

Benchmark Rates-

Prime	3.3%	3.3%	3.3%	3.5%	4.8%	5.3%	6.0%	6.3%	6.8%	6.8%	6.8%
Fed Funds	0.1%	0.1%	0.1%	0.3%	1.5%	1.9%	2.6%	2.9%	3.4%	3.4%	3.4%
3yr UST	0.5%	0.6%	1.2%	2.4%	3.1%	3.1%	3.3%	3.3%	3.4%	3.3%	3.2%
7yr UST	1.3%	1.3%	1.4%	2.4%	3.2%	3.2%	3.3%	3.3%	3.2%	3.1%	3.0%
10yr UST	1.6%	1.3%	1.5%	1.9%	3.1%	2.9%	3.0%	3.0%	3.1%	3.1%	3.0%

Market Rates-

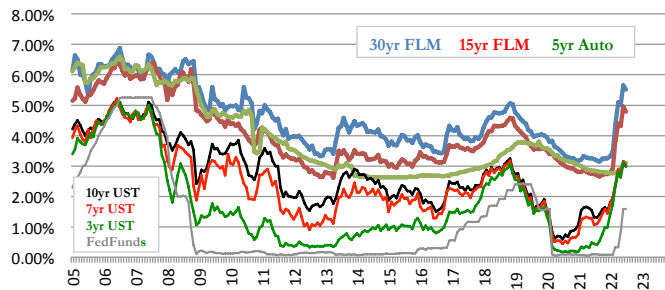
5yr Vehicle Loan Rate	2.8%	2.7%	2.7%	2.8%	2.9%	2.9%	3.0%	3.0%	3.0%	3.1%	3.1%
15yr First-lien Mortgage	2.9%	2.7%	3.1%	3.3%	4.3%	4.4%	4.5%	4.5%	4.5%	4.4%	4.3%
30yr First-lien Mortgage	3.0%	2.9%	3.1%	3.8%	4.7%	4.8%	4.8%	4.8%	4.8%	4.7%	4.6%



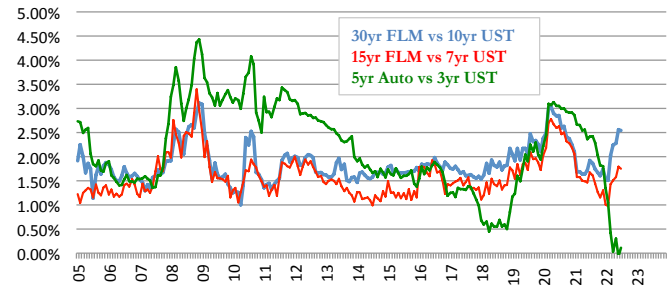
STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS

"A"-PAPER MARKET RATES



"A"-PAPER PRICING SPREADS



	Current Return	For	Then for the Next	The Net Return Needed to Break-even Against*:							
				30Y FLM	15Y FLM	5Y New	5Y Used	4Y MBS	4Y Call	3Y MBS	3Y Call
Cash	1.58%	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	3.71%	2 years	3 years	6.66%	5.34%	2.81%	3.06%	3.71%	4.49%	3.59%	4.58%
3yr Agy Callable	4.00%	3 years	2 years	7.70%	5.73%	1.93%	2.30%	2.84%	4.40%	-	-
3yr Agy MBS	3.67%	3 years	2 years	8.20%	6.22%	2.42%	2.80%	3.83%	5.39%	-	-
4yr Agy Callable	4.10%	4 years	1 year	11.00%	7.05%	-0.55%	0.20%	-	-	-	-
4yr Agy MBS	3.71%	4 years	1 year	12.56%	8.61%	1.01%	1.76%	-	-	-	-
5yr Agy Callable	4.25%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	3.17%	3 years	2 years	8.95%	6.97%	-	-	-	-	-	-
5yr Used Vehicle	3.32%	3 years	2 years	8.72%	6.75%	-	-	-	-	-	-
15yr Mortgage	4.69%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	5.48%	5 years	-	-	-	-	-	-	-	-	-

* Best relative value noted by probabilities of achieving "break-even" returns

RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

	Current Cost	For	Then for the Next	The Net Cost Needed to Break-even Against*:			
				3Y CD	3Y FHLB	2Y CD	2Y FHLB
Share Draft	0.09%	1 year	2 years	1.34%	4.71%	1.43%	6.21%
Regular Savings	0.10%	1 year	2 years	1.33%	4.71%	1.42%	6.20%
Money Market	0.21%	1 year	2 years	1.28%	4.65%	1.31%	6.09%
FHLB Overnight	1.37%	1 year	2 years	0.70%	4.07%	0.15%	4.93%
Catalyst Settlement	2.75%	1 year	2 years	0.00%	3.38%	-0.62%	3.55%
6mo Term CD	0.38%	6 mos	2.5 yrs	1.03%	3.73%	0.89%	4.07%
6mo FHLB Term	2.66%	6 mos	2.5 yrs	0.57%	3.27%	0.13%	3.31%
6mo Catalyst Term	3.20%	6 mos	2.5 yrs	0.46%	3.16%	-0.05%	3.13%
1yr Term CD	0.57%	1 year	2 years	1.10%	4.47%	0.95%	5.73%
1yr FHLB Term	3.07%	1 year	2 years	-0.16%	3.22%	-1.55%	3.23%
2yr Term CD	0.76%	2 years	1 year	1.24%	7.99%	-	-
2yr FHLB Term	3.15%	2 years	1 year	-3.54%	3.21%	-	-
3yr Term CD	0.92%	3 years	-	-	-	-	-
3yr FHLB Term	3.17%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections



Q1-2022	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
DEMOGRAPHICS											
Number of Credit Unions	316	698	1,410	694	1,084	701	4,903	1,014	2,424	3,118	4,202
Average Assets (\$Mil)	\$0.927	\$5.7	\$26.0	\$72.8	\$228.7	\$2,537.8	\$432.0	\$4.2	\$16.9	\$29.3	\$80.7
Pct of Credit Unions	6%	14%	29%	14%	22%	14%	100%	21%	49%	64%	86%
Pct of Industry Assets	0%	0%	2%	2%	12%	84%	100%	0%	2%	4%	16%
GROWTH RATES (YTD)											
Total Assets	-2.5%	-5.2%	-10.3%	7.7%	3.0%	13.0%	11.3%	-5.1%	-9.7%	-0.3%	2.1%
Total Loans	-17.5%	-13.9%	-18.0%	5.4%	-0.2%	17.5%	14.8%	-14.2%	-17.6%	-4.5%	-1.2%
- Direct Loans	-20.6%	-14.5%	-18.6%	4.8%	-2.9%	14.4%	11.6%	-11.9%	-17.9%	-5.3%	-3.5%
- Indirect Loans	-	204.9%	-2.3%	10.0%	14.2%	28.8%	27.2%	-243.1%	-9.4%	6.1%	13.2%
Total Shares	-1.6%	-3.2%	-8.1%	8.7%	5.3%	13.8%	12.3%	-3.1%	-7.6%	1.2%	4.2%
Net Worth	-1.0%	-8.2%	-14.0%	3.7%	1.0%	11.1%	9.1%	-7.6%	-13.1%	-4.4%	-0.6%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	18.0%	15.2%	11.6%	11.0%	10.2%	10.2%	10.2%	15.4%	12.0%	11.4%	10.5%
Cash & Inv-to-Total Assets	61%	57%	54%	47%	39%	33%	34%	57%	55%	50%	42%
Loans-to-Total Assets	38%	42%	43%	49%	56%	63%	61%	42%	43%	46%	53%
Vehicle-to-Total Loans	62%	66%	50%	43%	37%	31%	32%	65%	52%	46%	40%
REL-to-Total Loans	1%	7%	29%	40%	48%	54%	53%	6%	27%	35%	45%
REL-to-Net Worth	2%	18%	107%	179%	262%	334%	316%	17%	95%	140%	226%
Indirect-to-Total Loans	1%	0%	4%	10%	17%	22%	21%	0%	3%	7%	15%
Loans-to-Total Shares	47%	50%	49%	55%	63%	72%	70%	50%	49%	52%	60%
Chkg & Svgs-to-Total Shares	93%	85%	78%	73%	67%	56%	58%	86%	79%	76%	69%
Nonterm-to-Total Shares	93%	87%	85%	84%	83%	80%	81%	87%	85%	85%	83%
Term CDs-to-Total Shares	5%	9%	9%	10%	12%	13%	13%	9%	9%	10%	11%
Short-term Funding Ratio	50.1%	36.8%	29.2%	23.8%	18.7%	15.4%	16.2%	29.9%	26.6%	20.8%	16.3%
Net Long-term Asset Ratio	3.8%	10.0%	22.1%	29.2%	35.3%	39.7%	38.5%	21.0%	25.4%	32.6%	38.5%
LOAN QUALITY											
Loan Delinquency Ratio	2.59%	1.13%	0.68%	0.54%	0.40%	0.42%	0.42%	0.72%	0.62%	0.45%	0.42%
Net Charge-off Ratio	0.79%	0.26%	0.21%	0.19%	0.17%	0.29%	0.28%	0.21%	0.20%	0.18%	0.27%
"Misery" Index	3.38%	1.39%	0.89%	0.73%	0.57%	0.71%	0.70%	0.94%	0.82%	0.63%	0.70%
RE Loan Delinquency	6.42%	1.02%	0.63%	0.39%	0.30%	0.31%	0.31%	1.07%	0.64%	0.47%	0.33%
Vehicle Loan Delinquency	2.16%	1.00%	0.63%	0.51%	0.42%	0.37%	0.39%	1.07%	0.69%	0.59%	0.46%
Direct Loans	2.18%	1.00%	0.56%	0.24%	0.06%	0.08%	0.12%	1.07%	0.63%	0.44%	0.20%
Indirect Loans	0.78%	1.19%	1.49%	1.37%	0.85%	0.49%	0.53%	1.14%	1.49%	1.39%	0.91%
Loss Allow as % of Loans	3.14%	1.30%	0.81%	0.72%	0.66%	0.85%	0.83%	1.42%	0.87%	0.78%	0.69%
Current Loss Exposure	1.29%	0.53%	0.38%	0.35%	0.31%	0.29%	0.30%	0.58%	0.40%	0.37%	0.33%
Coverage Ratio (Adequacy)	2.4	2.4	2.2	2.0	2.1	2.9	2.8	2.4	2.2	2.1	2.1
EARNINGS											
Gross Asset Yield	2.86%	2.80%	2.51%	2.67%	2.76%	2.96%	2.92%	2.80%	2.54%	2.61%	2.72%
Cost of Funds	0.25%	0.26%	0.20%	0.21%	0.25%	0.37%	0.35%	0.26%	0.20%	0.21%	0.24%
Gross Interest Margin	2.61%	2.54%	2.31%	2.46%	2.51%	2.59%	2.57%	2.55%	2.34%	2.41%	2.48%
Provision Expense	0.27%	0.08%	0.07%	0.08%	0.07%	0.15%	0.14%	0.10%	0.08%	0.08%	0.07%
Net Interest Margin	2.34%	2.46%	2.24%	2.38%	2.44%	2.44%	2.43%	2.45%	2.26%	2.33%	2.41%
Non-Interest Income	0.48%	0.61%	0.90%	1.13%	1.23%	1.09%	1.10%	0.60%	0.87%	1.01%	1.17%
Non-Interest Expense	3.60%	3.22%	2.97%	3.09%	3.12%	2.66%	2.73%	3.24%	3.00%	3.05%	3.10%
Net Operating Expense	3.12%	2.60%	2.07%	1.96%	1.89%	1.57%	1.62%	2.64%	2.13%	2.03%	1.93%
Net Operating Return	-0.78%	-0.15%	0.17%	0.43%	0.55%	0.87%	0.81%	-0.19%	0.14%	0.30%	0.48%
Non-recurring Inc(Exp)	0.24%	0.06%	0.03%	0.03%	0.02%	0.01%	0.01%	0.07%	0.03%	0.03%	0.02%
Net Income	-0.54%	-0.08%	0.20%	0.45%	0.57%	0.89%	0.83%	-0.11%	0.17%	0.33%	0.51%
Return on Net Worth	-4.3%	-1.0%	1.5%	3.9%	5.4%	8.6%	7.9%	-1.2%	1.1%	2.6%	4.6%

Q1-2022

 <\$2
Million

 \$2-10
Million

 \$10-50
<Million

 \$50-100
Million

 \$100-500
Million

 \$500+
Million

TOTAL

 <\$10
Million

 <\$50
Million

 <\$100
Million

 <\$500
Million

OPERATING EFFICIENCIES:
Loans & Shares-

Avg Loan Balance	\$5,778	\$7,495	\$4,275	\$6,683	\$10,799	\$18,943	\$16,347	\$7,386	\$4,589	\$5,786	\$9,622
Avg Loan Rate	6.85%	5.80%	4.96%	4.73%	4.35%	4.25%	4.28%	5.87%	5.06%	4.87%	4.47%
Avg Loan Yield, net	6.15%	5.61%	4.79%	4.57%	4.23%	4.01%	4.05%	5.64%	4.88%	4.70%	4.34%
Avg Share Balance	\$2,661	\$5,700	\$9,378	\$10,794	\$12,613	\$14,731	\$14,133	\$5,300	\$8,709	\$9,756	\$11,699
Avg Share Rate	0.30%	0.31%	0.22%	0.24%	0.28%	0.43%	0.40%	0.31%	0.23%	0.23%	0.27%
Non-Member Deposit Ratio	1.1%	0.8%	0.5%	0.6%	0.6%	0.7%	0.7%	0.8%	0.6%	0.6%	0.6%

Net Operating Profitability-

Earning Asset/Funding	123%	117%	110%	108%	106%	110%	109%	117%	111%	109%	107%
Fee Inc-to-Total Revenue	14%	18%	26%	30%	31%	27%	27%	18%	26%	28%	30%

Net Operating Return per FTE

Interest Income per FTE	\$37,416	\$48,596	\$114,251	\$126,599	\$133,066	\$203,044	\$186,253	\$47,600	\$98,521	\$112,481	\$127,026
Avg Interest & Prov per FTE	\$6,771	\$5,905	\$12,293	\$13,595	\$15,342	\$35,744	\$31,034	\$5,982	\$10,803	\$12,191	\$14,418
Net Interest Income per FTE	\$30,646	\$42,691	\$101,958	\$113,004	\$117,724	\$167,301	\$155,218	\$41,618	\$87,718	\$100,289	\$112,608
Non-Interest Income per FTE	\$6,236	\$10,625	\$41,024	\$53,624	\$59,523	\$74,756	\$70,366	\$10,234	\$33,758	\$43,635	\$54,861
Avg Ops Expense per FTE	\$47,073	\$55,841	\$135,037	\$146,446	\$150,566	\$182,092	\$173,878	\$55,061	\$116,163	\$131,219	\$144,889
Net Op Expense per FTE	\$40,837	\$45,217	\$94,013	\$92,823	\$91,044	\$107,335	\$103,512	\$44,827	\$82,405	\$87,584	\$90,029
Avg Net Op Return per FTE	\$ (10,192)	\$ (2,526)	\$ 7,945	\$ 20,181	\$ 26,680	\$ 59,965	\$51,706	\$ (3,208)	\$ 5,313	\$ 12,705	\$ 22,580

Revenue/Operating Expense Assessment
Revenue-

Avg Revenue per FTE	\$43,653	\$59,221	\$155,275	\$180,222	\$192,589	\$277,801	\$256,618	\$57,834	\$132,279	\$156,116	\$181,886
- Total Revenue Ratio	3.34%	3.41%	3.41%	3.80%	3.99%	4.05%	4.03%	3.41%	3.41%	3.63%	3.89%

Operating Expenses-

Avg Comp & Benefits per FTE	\$22,272	\$28,739	\$63,708	\$68,696	\$76,046	\$96,710	\$91,231	\$28,163	\$55,319	\$61,970	\$71,915
- Comp & Benefits Ratio	1.70%	1.65%	1.40%	1.45%	1.58%	1.41%	1.43%	1.66%	1.43%	1.44%	1.54%
- Pct of Total Operating Exp	47%	51%	47%	47%	51%	53%	52%	51%	48%	47%	50%
- FTE-to-Ops (Staffing)	1.99	1.24	0.39	0.32	0.27	0.18	0.19	1.28	0.47	0.38	0.30
- Full-time Equivalents	225	2,297	8,161	10,563	51,154	255,342	327,740	2,521	10,682	21,245	72,398
- Pct Part-time Employees	79%	33%	16%	9%	7%	5%	6%	39%	22%	16%	10%
Avg Occ & Ops Exp per FTE	\$15,465	\$15,153	\$37,339	\$38,400	\$38,582	\$44,486	\$42,966	\$15,181	\$32,109	\$35,237	\$37,600
- Occupancy & Ops Expense Ratio	1.18%	0.87%	0.82%	0.81%	0.80%	0.65%	0.67%	0.89%	0.83%	0.82%	0.80%
- Pct of Total Op Expense	33%	27%	28%	26%	26%	24%	25%	28%	28%	27%	26%
Avg All Other Expense per FTE	\$9,336	\$11,949	\$33,991	\$39,351	\$35,939	\$40,896	\$39,681	\$11,716	\$28,734	\$34,012	\$35,374
- All Other Expense Ratio	0.71%	0.69%	0.75%	0.83%	0.74%	0.60%	0.62%	0.69%	0.74%	0.79%	0.76%
- Pct of Total Ops Expense	20%	21%	25%	27%	24%	22%	23%	21%	25%	26%	24%

Membership Outreach-

Members-to-Potential Mbers	14.0%	6.9%	3.4%	2.2%	2.3%	3.1%	3.0%	7.4%	3.7%	2.7%	2.4%
Members-to-FTEs	396	255	421	393	343	412	400	268	385	389	357
Borrower-to-Members	22%	38%	107%	89%	73%	56%	61%	36%	92%	88%	73%
Branches	312	724	1,933	1,577	4,765	11,897	21,206	1,035	2,968	4,545	9,309
Members per Branch	285	810	1,779	2,633	3,685	8,843	6,179	652	1,386	1,819	2,774